

DECEMBER 2015

TOASTMASTERS
INTERNATIONAL

The Founder

www.foundersdistrict.org

WHERE LEADERS ARE MADE

Founder's District
Trio-Messages

Fall
CONFERENCE

Stepping Outside
**My Comfort
Zone**

B-BRAUN
TOASTMASTERS
10 YEARS

*Life is
Relationships*

Plan to Attend the Next
International Conference

...and MORE!

**Founder's District:
The Birthplace of Toastmasters**



Marie Hulett, DTM
Editor in Chief of *The Founder*

Winter is here and it is my absolute favorite time of the year. I love the hustle and bustle of the holidays, the seasonal sugary treats that I allow myself to eat, and then, making my New Year's resolution to get back into shape (because eating all those sugary treats have a BIG impact)! But best of all, I enjoy the time I get to spend with my family.

My kids are mostly grown now. My youngest daughter will be 18 in just a few months. I am even the grandmother of the cutest 3-year-old grandson on the planet. (OK - I know that's how all grandmas feel! If you have 3-year-old grandchildren, I'm sure they are the cutest too!) We all make sure to carve out several days from our busy schedules to spend up in Big Bear to enjoy the snow and the crisp, cool, mountain air. We laugh, we play games, and we talk—the latter is the most important and cherished part of our little excursion—listening to everyone's stories, commenting on them, and sharing our own adventures.

In today's technology-filled world, many of us are rapidly losing the

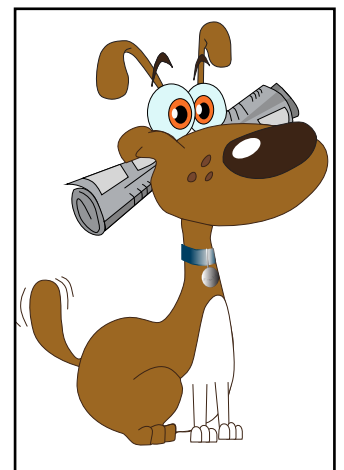
ability to just have lively conversation. In its place, we text, we Snapchat, we Facebook, we Instagram, we Email...you probably know where I am going with this.

In Toastmasters, we are learning how to be better communicators, but most of that communication is very one-directional. We make speeches, presentations, critiques; but communication is supposed to go in two

directions. I challenge all Toastmasters to make a New Year's resolution to ditch Smart Phones (whenever possible), and really practice fun and engaging conversation. Listen well to what others are saying, comment on their points, and share your perspective on the topics. The more you engage in verbal interaction, the more you'll realize that you've really been missing it. Enjoy a new year filled with wonderful conversations.

From our last issue, Ingrid Hellebrand and Alyssa Pan found our mascot,

"Founder" (pictured to the right) hiding on page 19 and page 22. He is hiding again in this issue and the first two people who correctly determine where he is will each win a free ticket to LACE! Email me at mhulett@coastline.edu to let me know BOTH of his hiding spots and you may be one of the two readers who WINS!





WHERE LEADERS ARE MADE

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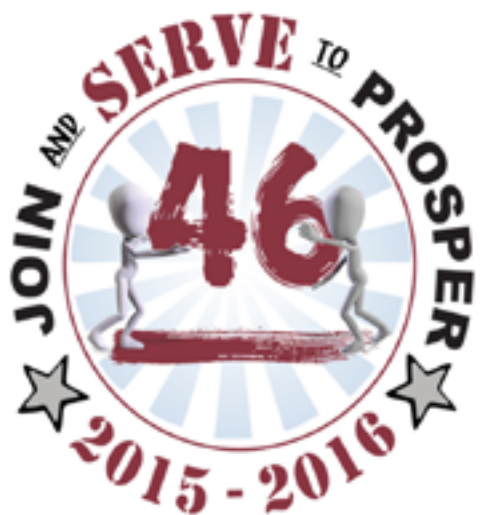
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Program Quality Director, Pan Kao, DTM, Ph.D., Program Quality Director, Siri Payakapan, DTM, Ph.D., TMI President Elect, Mike Storkey, and Club Growth Director, Daniel Cossack, DTM, pose with Snoopy in Buena Park.



The number "46" in this design represents our goal to create 46 new clubs in Founder's District in the 2015/2016 Toastmasters' Year.

Toastmasters International

Mission

We empower individuals to become more effective communicators and leaders.

www.toastmasters.org

Founder's District

Mission

We build new clubs and support all clubs in achieving excellence.

www.foundersdistrict.org

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Photo Courtesy of Richard Daugherty

Pan Kao, DTM, Ph.D. ***District Director***

Are You a Toastmasters Fan or Player?

A long-time friend who has been a member of both Toastmasters and Project Management Institute shared his observation with me about leadership recently. Members' interest in learning leadership skills is still extremely high. However, very few of them are willing to step up and serve in leadership roles. That's to say, members want to learn leadership skills but they do not want to be a leader. It does not make sense to me at all.

He gave me another observation. When you say, "I'm going to an Angels' game tonight" everyone knows that you are an Angels' baseball fan. You are not a professional baseball player. You are just going to watch an Angels' game, not play in the baseball game.

Now, what do you mean when you say, "I'm going to a Toastmasters meeting tonight?" Are you a fan of Toastmasters? Are you going to a Toastmasters meeting to WATCH people practicing their communication and leadership skills?

The Toastmasters International slogan is "Where Leaders Are Made," not "Where Leaders are Learned." After communication and leadership skills are learned, you need to practice those skills before applying them to work, in your family and in your community.

Over the last 10 years since I joined Toastmasters, I realize that members find a way to convince themselves that they do not have time to prepare speeches or take on difficult roles. They become a fan of Toastmasters. They only participate in those roles that do not require preparation such as Table Topics. Eventually, they stop coming to the meetings. They are still fans of Toastmasters but they just do not have time to prepare speeches and attend meetings any more. These are members at risk because they tend not to renew their membership.

Are you a Toastmaster fan or are you a player?

Look around in your clubs. Do you see any Toastmasters fans in your clubs? If you do, find a way to help them. Encourage them become a leader and to participate fully in the Toastmasters educational program. When a new member joins your club, reach out and support them. By supporting each other, members can become true leaders in and beyond Toastmasters, in their families and communities. We want our members to use what they have learned in Toastmasters to take on leadership roles and make a difference.

Do you have a story share with fellow Toastmasters? Email to dd@foundersdistrict.org. If your story is published in our website or newsletter, you'll receive a \$25 Toastmasters International gift certificate. If you have any other questions or are interested in volunteering, email to info@foundersdistrict.org.

Best Regards,

Pan Kao, DTM, Ph.D.





Photo Courtesy of Richard Daugherty

Siri Payakapan, DTM, Ph.D.
Program Quality Director

Club excellence begins with Club Officer Training. Club leaders who thoroughly understand the benefits of Toastmasters Program lead clubs to excellence.

Thanks to last year’s LACE team, led by Deborah Reisdorph, ACB, and John Barry, ATM, together with this year’s division directors and area directors, Founder’s District has achieved 75.80% (highest percentage since June 2011) club officer trained. To grow many more excellent clubs, our district needs to have many more club officers trained.

To support all members in achieving excellence, our district also needs more leaders to mentor many more members to achieve their educational and leadership goals.

The percentage of distinguished clubs is a good indicator of club excellence. According to Toastmasters International dashboard, since 2010, Founder’s District has always achieved higher than 50%.

Club Officers Training Record Since 2011

Source: John Angiolillo, DTM, PDG

LACE Training	Trained	Ranking
Jun-Aug 2015	75.80%	1
Dec-Jan 2015	73.17%	5
Jun-Aug 2014	72.30%	6
Dec-Jan 2014	67.34%	8
Jun-Aug 2013	75.73%	2
Dec-Jan 2013	68.98%	7
Jun-Aug 2012	73.90%	4
Dec-Jan 2012	66.55%	9
Jun-Aug 2011	75.16%	3

In addition, many of our club presidents and vice presidents education are interested in networking and communication among themselves to, in Vineyard Journeys President Jennie Stahler’s words, “exchange ideas, offer suggestions, challenge and motivate club members.”

Subsequent to recent Founder’s District Trios conversation with Toastmasters International President Elect Mike Storkey and my follow-up discussion with Club Growth Director Dan Cossack, DTM, I am pleased to announce Founder’s District *Area Advisor Program* to grow more trained club officers and to identify new leaders. Past club presidents and vice presidents education, YOU are the resources Founder’s District needs for its members. To be eligible, YOU are to attend *area advisor training* at LACE, either on **January 9, 2016, at Chapman University in Orange** or **January 30, 2016, at Caltech University in Pasadena.**

Area directors, YOU are to appoint qualified area advisors for your area. Your appointed area advisor will help you in reaching out to club officers and their members. Together we can motivate many more club officers to be trained and future leaders identified. All members will benefit by having more leaders to support in their growth.

Continued growth—personally and professionally—translates to EXCELLENT members, which leads to EXCELLENT clubs, areas, divisions, and our Founder’s District.



**Daniel
Cossack,
DTM
Club Growth
Director**

Photo Courtesy of Richard Daugherty

Driving Around with Mike Storkey

Every four years or so, an International Director or an International Officer visits Founder's District. Even though we currently have an International Director who lives in Founder's District, we were fortunate enough to have a scheduled visit from the Toastmasters International President-Elect 2015-2016, Mike Storkey and his wife Lesley. As the Club Growth Director for Founder's District, it is my job to bring him along on my visits to club building opportunities at various corporate locations within the District. It was an adventure I will not forget.

This is my first experience coordinating a visit from Toastmasters International. My first thought was that I should take him sight seeing and to experience many of the great restaurants we have in Southern California. That would be fun! On our phone call before the trip, Mike let me know that he was coming here to work, not play. I was to put him to work. That meant I needed to put together an itinerary of visits to corporate sites who may be interested in starting a Toastmasters club. This would be my opportunity to see a real pro at work.

Mike arrived on a Wednesday evening and I met him and his wife at the hotel. Several of us from Founder's sat down for a light dinner with Mr. and Mrs. Storkey to go over the itinerary for the next few days. Mike asked each of us to think about something we'd like to see improved in

Toastmasters. He'll be asking us the question on the last day before he leaves. I don't want him to think I'm simple minded so I have time to think about this and come up with something better than "more pay and better hours."

Our first visit was a "Lunch and Learn" at Vizio, Inc. arranged by Marshall Northcott. Since Marshall was in charge of this, everything from start to finish was already scripted and I knew this lead had a 99.99% probability of chartering whether we showed up or not. I was basically bringing the International President-Elect on a 7,180 mile journey to see Marshall start a new club. I'd be more than a little uneasy about this if I wasn't totally confident in Marshall's ability to impress.

The drive from the hotel to Irvine will take a while so we have some time to talk while driving in traffic. I learn about Mike's leadership experiences and reasons why he made the choices he did. I tell him my own personal inhibitions and concerns with leadership. It's not the responsibility I fear. I worry about becoming more and more disconnected from the members. I also worry about being in a position of making decisions that some people won't like and the possibility of making enemies. I can't take having enemies. Mr. Storkey smiled and looked at me like a teacher looks at his student. He told me that making tough decisions is part of being a good leader. If the decision benefits the member, I can feel confident I'm making the right decision. I suddenly thought about Marshall Northcott. Always confident in his actions, Marshall never seems to worry about pleasing everyone -- and it's likely he doesn't, never makes his intentions vague, never concerns himself with a title or asks what's in it for him. One thing I learned about Marshall is his unshakable belief in the Toastmasters program and his genuine desire to see more people experience the benefits of Toastmasters. I think Toastmasters could use more leaders like Marshall. The "Lunch and Learn" was a big success and Mike Storkey was very impressed with how it was done. I think we'll be hearing a lot more about this "Lunch and Learn" thing.



Our next visit is the Methodist Hospital in Arcadia. We have a long drive in heavy traffic ahead of us so I get another chance to converse with Mike Storkey. His favorite subject, not surprisingly, is the member experience. His campaign slogan when running for International Director was "Remember the Member." Before running for International Director, he spent several years going back to the clubs just being a member and getting to know what it feels like to be a member and learning what other members want. Mike is in favor of developing a strong mentorship program for Toastmasters and sees the mentor-mentee relationship as the backbone of the Toastmasters experience. I suddenly think about my good friend, Chris Gregory, and that he and Mike would have a lot to talk about. My Canadian-born friend has a heart as big as Texas and a passion for Toastmasters that would never be equaled. A recipient of countless number of awards including Toastmaster of the Year, Chris infects everyone he comes in contact with from the lowest hospital staff worker to world famous rock stars. Chris has a special knack of discovering exactly what you need and deliberately but delicately engineers a means to deliver just that. He once told me his secret desire was to serve as the District Governor but his health issues are preventing that. I wonder if he realizes that he's already made a greater impact to our district than ten District Governors ever could. I think Toastmasters certainly could use more leaders like Chris.

Mike and I continue to visit corporate locations, spend lots of time in traffic, and talk about esoteric Toastmasters topics. Eventually it occurs to me that the real purpose for Mike's visit isn't to be the keynote speaker at the District Conference, or to help us build more clubs. His presence in Founder's District is a lot more subtle than that with a potential for a greater influence. Mike is mentoring me and everyone else he meets. I learn a lot about myself and what kind of a Toastmaster I want to be. I reflect on the friends I have made, mentors I have had, and how each one of them has molded and shaped who I am today.

On the last night, Pan, Siri, and I have dinner with Mike and his wife at the hotel. After some talk he finally gets around to asking us what improvements we'd like to see in Toastmasters. I had a canned answer I thought would make me look as if I gave this a lot of thought. The truth is I was still assimilating my experiences in the last few days and I didn't know how to answer that question. It wasn't until after Mike and Lesley left for their next leg of their trip that I had time to reflect on what we talked about. I thought about my own leadership paths and the people who have influenced me along the way. I thought about all of the discussions I've had about what we can do as leaders and what we must do. If you asked me today what we can do to make improvements I would say nothing at all. I think Toastmasters is perfect just the way it is. That's not to say there aren't any problems and we shouldn't fix them. We will make improvements. We have to. That's what we do. What I mean is that we shouldn't be looking to our leaders to make the improvements we need. We should be looking to our leaders to provide the learning opportunities we need for us to improve ourselves. That's how Toastmasters works. That's the way it has always worked, and that's the way it should continue to work. We rely on those who have come before us to mentor us, teach us, and help us grow. Without mentors we will never progress. Earlier I said that Toastmasters could use more leaders like Marshall Northcott and Chris Gregory. I now understand that's wrong. Yes, Marshall and Chris are wonderful Toastmasters and valuable mentors. But every person will have unique skills, personalities, and passions. Each contributing in their own way into the ecosystem. We don't need more people like Marshall or Chris or Mike Storkey or anyone else. We just need more people and mentors of people. Mentors are everywhere if you open your eyes to look. I suggest driving around with your mentor in traffic for a while. You never know where your discussions will lead, and what kind of a person will emerge when you get to your destination.

Founder's District Conference By Michelle Bender, DTM



We had a great time at the Founder's District Conference held at Knott's Berry Farm Resort on Saturday, November 7. The ceremony began with Buena Park High School Coyote Corps and the Parade of Banners. District Director, Pan Kao called the meeting to order and welcomed everyone.

We had the wonderful Keynote Speaker, Toastmasters International President-Elect, Mike Storkey, DTM who talked about the importance of mentoring. He traveled all the way from Queensland, Australia to be at our Conference. What an amazing and inspirational speaker!

At the business meeting, we discussed and voted on the two proposals: The District Split and the District Realignment (10 Division Proposal).

The District Split passed, so the northern clubs (on or above Ball Road) will become District 100 (the Century District). The new team of Club Growth Director and Program Quality Director will be elected at the

Spring District Conference in 2016 for District 100 and will work with Founder's District leadership team under one District Director in 2016-2017. A Public Relations Manager will be appointed by the new directors. Then in July 2017, each District will vote on a new District Director and will begin to operate separately.

Also, the 10 Division proposition passed, so next year (after July 1 2016) the Divisions will be realigned to have less clubs per Division and will be easier to manage.

After the business meeting, we had our Evaluation Contest. Our Test Speaker was Serena McCullough from Renaissance Speakers in Hollywood (a 23-year old DTM). Her speech was titled, Why DTM?

All of our eight contestants did an outstanding job in evaluating and motivating Serena. The final results were:

- 1st – David Flores
- 2nd – Ted Triplett
- 3rd – Michael Contreras



Thank you to our Evaluation Contestants: Mark Dobrilovic, Ryan Foland, Joseph Milunas, Edward Smith and Amanda Updike. Also a big thank you to Gwen Earle, DTM for being the Evaluation Contest Master.

We then had a delicious Mrs. Knott's fried chicken, or vegetarian lasagna luncheon at the 9th Floor Ballroom with Fritz Coleman, NBC4 News weatherman as our speaker and C&L Recipient. He kept us all



entertained with his fun sense of humor! All of our Distinguished Members, Triple Crown Winners and DTMs were recognized. Congratulations if you completed two or more educational awards for the

Distinguished Member, or three or more educational awards for the Triple Crown. And hats off to our new DTMs from the District!

The Tall Tales Contest was a highlight of the Conference. What creative and amazing stories! For Tall Tales Contest, the results were:

- 1st - Nancy Huynh – Me vs. El Bandito
- 2nd – Jeimar Spell – Go Pack Go!
- 3rd – Marie Hulett – True Love Saves the Country



Thank you to all our contestants: Sharif Ahmed, Steve Babyack, Jill Dunn, Jeff Lee, and Paul Wims. Each one is a winner. Thank you to Carl Walsh, ACS for being the Tall Tales Contest Master (and his wonderful impersonation of Donald Trump!).

Huge thanks to our Conference Chair, Linda Robinson and our C&L Award Chair, Lou Ann Frederick, our Contest Chairs Jim Raney and Vincent Thieu Vo and our Chief Judge, Marsha DeGon, John Barry, the Emcee of the event, and Ligia Molina the Opportunity Drawing Chair. The printed program was

designed by John Foley, it looked great! Thanks also to all the volunteers who helped to make the Conference a success. The winner of the Roy D. Graham Award went to Area C2 – David Penrose for having the most attendance at the Conference



from his area. The Spirit of Excellence Award went to Herb Stockinger for his long-time dedication to Toastmasters. His wife Millie Stockinger was also acknowledged.

The Helen Homer Award went to Lou Ann Frederick for her efforts in successfully serving as the C&L Award Chair, and the Gene Beckwith



Award went to Deborah Reisdorph for her dedication and excellence in planning the LACE events.



The opportunity drawing team did a great job to raise funds to help with the Conference expenses. Thank you to everyone who donated

prizes and purchased tickets to support the District.

Upcoming Events

January 9 – LACE South at Chapman University

January 16 – Area/Division Directors mid-year Training

January 30 – LACE North at Caltech

February 6 – Spring Contest Training

April 30, 2016 - Spring Conference at Knott's Berry Farm Resort Hotel

Please mark your calendars for these events!



Building New Clubs

by David S. Moore,
ACS, ALB

On a recent Friday afternoon I was sitting in the weekly

Toastmasters meeting at “Anton & Chia,” one of the newest clubs in Division F. As I sat there listening to

the members tell their life stories through their icebreaker speeches and watching the members nervously answer Table Topics questions

I was amazed at how far these new Toastmasters had come in just a few short weeks. That’s when I suddenly realized that this is what creating new clubs is truly all about... giving more people the **opportunity** to develop their communication and leadership skills.

Over the past few months in Division F we have been focused on our goal for the year of building 7 new clubs in our Division. I have to admit though at times I have become so focused on the number of clubs that I have lost sight of the reason for building these new clubs. Sitting in that meeting at “Anton & Chia” on that Friday, and watching those eager new members, reminded me why we build new clubs.

Over the first five months of this Toastmasters year we have been fortunate to have started three new clubs in Division F. The first new club is at the accounting firm, “Anton & Chia, LLP.” This club was chartered on September 22.



The charter ceremony for “Anton & Chia” was held on October 30th. Dan Cossack, District Club Growth Director, presented the Charter Certificates to the Charter members as well as the Club Charter to Shivani Parikh, the Vice President Education, who was the presiding officer for the day.

The second new club is at the accounting firm of Squar Milner which is the firm that audits Toastmasters International. The name of the new club is “LIFO A Toastmaster.” The charter ceremony for

“LIFO A Toastmaster” is scheduled for December 14, and Dan Rex will be attending to hand out the charter certificates.

The third Club is at Synchrony Financial and the name of the club is “CareCredit Toasters.” It took a while to get this club up and running but they were finally chartered on October 15th.

It has been fascinating to watch these new clubs develop and grow over their first few months. Each club is developing its own culture and personality.

The stated mission of the district is “...to build new clubs and support all clubs in achieving excellence.” This year in Founder’s District we have set the very challenging goal of building 46 new clubs, one new club per Area. However, we must not just focus on the number itself, but rather what it represents...46 new opportunities where people can develop their communication and leadership skills.





Professional Planning, Excellent Execution, and Inspirational Influence

by Dennis Popp, Area F3 Director

We lose members as people move, assume more family or business responsibilities or even just get tired of attending Toastmasters meetings. So we need to recruit new members. One way to expose our communities to TM is to hold an Open House.

That is, we can invite guests to a meeting that showcases the TM process.



Speakers by Design (852128) held an Open House in November. Competent planning and execution sent the message that the club was a first-rate, professional level club. And the warmth and friendliness of the members – not just the officers – made membership inviting.

Guests received pre-printed nametags and marketing packets that included TMI publications such as “Confidence, the Voice of Leadership” (#101) and “The Benefits of Toastmasters Membership” (#354). The packets included an application preprinted with the club name and number.

Visitors were enticed to the meeting by a “free lunch” that included drinks, pizza, sandwiches, salads, fruit and snacks.



During the meeting a Toastmasters speech by the president, Bill Ross, CC demonstrated the well-organized content and effective presentation we strive to learn in our club meetings. The Timer, evaluator, general evaluator, and the grammarian/ah counter described their roles succinctly, helping visitors understand the reason for and importance of each role in the development of speaking and leading skills.

The visitors -- about half were first-timers to TM -- were invited to speak during the Table Topics portion of the meeting. Two visitors volunteered and received “Best Speaker” ribbons and candy bars as awards for their participation.

The aura of professionalism was enhanced by the display of the club banner and a TMI lectern. Before the meeting the members circulated among the guests for 15 minutes, introducing themselves and inviting questions. This made the guests feel welcome, “almost like I already belong to Toastmasters” according to one of the guests. Then after the meeting the members circulated again, asking the guests what they thought about the meeting, answering questions and inviting them to come back again.

It’s too early to know how many of the guests will join, but my guess is that a lot of the visitors are already thinking about how they will fit in to this progressive and effective club.



Stepping Outside My Comfort Zone at the Leadership Workshop

by Christine Brady,
CC, CL

Back in September I took a phone call from Lori Shapiro and she told me about a unique opportunity. There was going to be a Leadership Workshop held the day after the Fall Founder's District Conference and she thought I was the perfect person to sit on the panel. I did what I always do – I accepted without fully thinking about my comfort zone.

As the event started to take shape, and I started to understand my role, I also began to consider that this event was beyond the boundaries of my comfort zone. Not only would I be speaking in front of a larger group than I was used to, one of the audience members would be President Elect of Toastmasters International, Mike Storkey. Self-doubt set in and I continuously questioned what I could offer to the attendees of the leadership workshop. To move beyond the negativity, I broke it down into steps.

Step One: Know Your Assignment. The planners for the conference envisioned four stages of leadership: the Club level, the Area level, the Division level, and the District level. I was being asked to speak about transferable skills that I gained while serving as Club President. Once I broke it down that way, it was easy to frame my five minute speech. I had gained so many skills, but the skills that I wanted to speak to were listening, learning, and leading. Yes, these skills helped me in my club. But they definitely transferred to my daily life and have made me a better employee, a better friend, and a better spouse. Once I truly understood my assignment, I tackled my speaking points and my anxiety lessened.

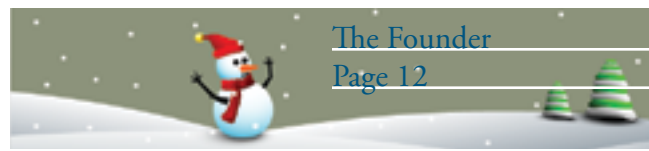
Step Two: Know Your Audience. The hope for the Leadership Workshop was to inspire new leaders to take the next step in serving at their clubs and beyond. I only had to reflect back on my last year in Toastmasters to know that my leadership service at my club sparked a love

of the Toastmasters Program. While serving as Club President of Let's Say Anything, I made sure to get to know both my Area Director and Division Director. I attended as many events as I could to get outside my Club. This sparked a platform for me in my next year of service as Area Director: Get Outside Your Club. I wanted to use the Leadership Workshop as a place to speak to that idea. Get outside your club to learn as much as possible from the leaders around you. Be a sponge. Take in everything they are willing to teach.

Step Three: Let the Skills You learn Take Over.

How does someone with clinical anxiety become a better speaker? The same way anyone else does – by joining Toastmasters. I know that many of us suffer from nervousness before speaking – that is normal. But, as someone with clinical anxiety, the nervousness can be crippling. I admit that before every speech, I look for the door and think to myself “I could just run right out of here.” But, I never do. Every speech project I work on in my club gives me the skills I need to overcome those nervous feelings. A quick reminder to myself to just rely on my skills helps bring my anxiety down to a manageable level. Also, knowing that your audience is full of fellow Toastmasters helps a lot. We are lucky to have each other – we make the best audience members!

By tackling the idea of serving as a panel speaker into smaller, more manageable steps, I stopped thinking this was outside my comfort zone. I recognized that I did have something to offer, that my experience as Club President had valuable lessons that could inspire others. I also know that it is better to listen to the leaders around you than to listen to your own self-doubt. I wouldn't have been asked to be on the panel if Lori Shapiro didn't believe in me. There have been several experiences like this in my Toastmasters career. People that I look up to with admiration and respect will see something in me. They've asked me to serve in capacities that were beyond my comfort zone. I've learned that when someone believes in you, you should also believe in yourself.





Self-Generated New Club Leads

*by Marshall
Northcott,
DTM*

Toastmasters International has given us a directive. The District Mission states,

“We build new clubs and support all clubs in achieving excellence.”

If you are part of the District Leadership Team (Area Director all the way up to District Director) and you want your leadership learning experiences and contributions to matter and positively impact the lives of others then you are called up to spread the word and grow the base of Toastmasters Clubs within your geographic territory.

Every year Toastmasters International receives thousands of inquiries from people who are curious about starting a new club. You may or may not be the beneficiary of these leads however, planning on receiving them, wishing or hoping is not a strategy for living up to our mission. Therefore, you need to be proactive and create opportunities through self-generated leads.

This can be a challenge for people who do not have any lead generation or sales experience. If you are an Area Director, you are responsible for chartering at least one club during your term under the guidance and direction of your Division Director. If you are a Division Director your primary focus should be chartering new clubs in order to help your Area Directors and live up to the District Mission. That means Area Directors need to generate one qualified lead that they are able to convert into a chartered club with the assistance of the Division Director. Division Directors are able to add a New Clubs Chair to the team in order to actively concentrate on this objective. With twelve months to achieve this

goal it is a very doable and achievable goal. You have two options, you can work on chartering a community club which requires more time, commitment and a small team of committed individuals or you can charter a closed corporate club which tends to be easier once you find someone within a company or organization who you can partner with.

To charter a community club you need to identify an underserved community and start with no cost or low cost space. You will need to find someone who can grant you access to space on a weekly basis so that you can begin to promote meetings at the designated location.

For the purpose of this instructional article I'll focus on self-generated leads for closed corporate clubs because this is a market segment that is much easier to develop in a shorter time frame and it is also exploding. Here is a process that you can follow to find that diamond in the rough:

1. Start with your sphere of influence. Write down the names of everyone that you are personally connected with as long as they are located within a reasonable drive time of your home and/or work. These would be people that you communicate with on a regular basis. People who you can phone and have a regular everyday kind of conversation with, without feeling intimidated or running into barriers with (i.e. they won't return your calls).

Your list would include family, friends, spouses of friends, colleagues, associates, co-workers, members of your Toastmasters Club, neighbors, people who provide you with professional services, people you have done business with (made purchases from), people you go to/went to school with etc. If you're young then your list could expand to people your parents know and if you're beyond retirement age your list could include people your adult children know. Most people should be able to write down a minimum of 50 names and as many as 250 names. If you are new to the area or your sphere of influence is limited, then tap into someone else's sphere of influence.

2. Sort your list into two categories to identify high and low potential prospects within the names you've listed in your sphere of influence. High potential prospects would be anyone who works for a company or organization that has a base of 300+ people (employees) at the same location that you can tap into. These prospects would be people of influence who can either initiate the process or who can connect you with or at least give you a contact name and number for someone who can start the process. Anyone on your list that you can count on because they really like you and would want to help with a worthy cause is a huge asset! People often think that the most appropriate person to contact is someone in H.R. That is not always true. Your connection or contact needs to be someone who recognizes a good idea when it is presented to them and a person who is willing to take action, advance the process and work towards making a result happen. The higher up in the executive leadership team that you are able to start the process the better! Anyone who considers this to be extra unnecessary work that they would prefer to avoid isn't a good starting point for achieving success.

3. Start with your high potential prospects by making contact by phone and asking if it is a convenient time to chat. The focus of your conversation shouldn't be "Toastmasters." The focus of the conversation is elevating communication and leadership skills. You also want to set up a time to meet or have a conversation by phone to get into the meat of the matter with someone who can move things forward or steer you towards someone else who can. Mention that you are involved with Toastmasters as a volunteer and District leader. Then ask them if there are concerns within their company/organization or any emphasis on elevating communication and leadership skills. Ask them (exactly as shown), "Who do they know who, within the leadership team of their company who would be keenly interested in an extremely low cost, proven program used within thousands of companies globally to enhance communication and leadership skills?" If they say, "Me" then they are the person you need to chat further with. If they offer a different name then you need to let them know that you would

appreciate an introduction and an opportunity to connect with them. Ask your contact if they are willing to make the introduction and provide you with the person's contact information. Finding the most ideal contact(s) to connect with is the most difficult part of the whole process. Once you have the right person you need to explain why you're calling and more importantly, what's in it for them. Some people will grab onto what you are offering immediately, some people will require some follow up and additional nudging and some will not be interested. It only takes one quality lead and one hot prospect in each Area for you to achieve your goal.

4. In the game of networking it isn't just who you know, it is who your contacts know. The process for your low potential prospects is similar to the process for the high potential prospects. The difference is that you are attempting to work through them to connect with people they know (their contacts).

5. Ask them (exactly as shown), "Who do they know who, works at a company with over 300 employees?" Wait for them to respond. If they want more information you can mention your volunteer involvement in Toastmasters and the low cost, proven program used within thousands of companies globally to enhance communication and leadership skills. Once they offer a different name then you need to let them know that you would appreciate an introduction or an opportunity to connect with them.

Ask your contact if they are willing to make the introduction and provide you with the person's contact information. If they give you any names and contact information make sure that you ask if you can reference them when you call the person.

When you phone third party contacts, the only thing that you must do differently is make a proper introduction. In your introduction state your name, mention that they don't know you however you share a common connection and then mention the connection's name. Explain why you are calling and follow the same process and you followed for calling on your high potential prospects. Here is an example of



what you should say, “Hello Susan, my name is John Smith, you don’t know me but you know my close friend Tammy Sutherland. Tammy and I were chatting and I mentioned my volunteer involvement in a global organization called Toastmasters. I asked her if she knew anyone that worked in a company locally that might be interested in an extremely low cost, proven program used within thousands of companies globally to enhance communication and leadership skills and your name came up, would this be a convenient time for you to speak with me?” The work involved in identifying a hot prospect will teach you unbelievable, transferable leadership skills that you will be able to leverage for the rest of your life. The feeling of personal satisfaction and pride that you will experience as a result of laying the ground work and chartering a club will be something you will treasure for years to come!

AREA ADVISOR PROGRAM

by Siri Payakapan, DTM, Ph.D.

Purpose

The purpose of this Program is to generate networking and communication among club presidents and vice presidents education (VPE), within an area, to share experiences and ideas, and to support each other. The Program also gives additional leadership opportunities to past club presidents and VPEs.

Benefits

The District will benefit by:

- growing number of club officers trained and number of distinguished clubs
- identifying potential area directors from a pool of area advisors.

Appointment Procedure (for 2015/16 Year)

Each area director:

1. recruits candidates who have a good understanding of the DCP and club Success Plan, from a pool of past club presidents and VPEs.
2. nominates ONE qualified area advisor by December 31, 2015.

Division director or designee (such as assistant division director):

1. verifies qualifications of nominated candidate.
2. appoints area advisor (appointment may be denied based on qualifications only).

Appointed area advisor:

1. attends area advisor training at LACE in January, 2016 to gain knowledge in club mentoring, club coaching, and club

officer training.

2. starts monthly meeting, from February through June, 2016.
3. may invite area director to attend monthly meetings as advisor.
4. submits monthly report to area director.

Area director:

1. submits monthly reports, highlighting accomplishments and opportunities, to division director.
2. submits a summary report by July 15, 2016, verifying completion of area advisory role to division director or designee.

Division director or designee:

1. submits names of area advisors who complete the area advisory role to Program Quality Director.

Program Quality Director:

1. presents a gold achievement medal (item #5780, with name engraved) to each accomplished area advisor at the Founder’s District August Award night.

Accountability

Similar to area directors, area advisors have area-level leadership accountability.

AREA ADVISOR RESPONSIBILITIES

Operations

Each month, the area advisor holds a meeting with club presidents and VPEs. AA may use various types of meetings such as:

- conference call
- face-to-face meeting
- Google Plus
- whatever is agreed upon by the individual group.

AAs serve in a consultant capacity and help area directors to promote the value of club officer training, mentoring, coaching, and education achievements. Their objective is to support club presidents and vice presidents’ efforts in achieving the goals of the Club Success Plan.

Leadership Objectives

The AA role is an area-level leader. The area advisor supports the area director by identifying strategies that enable areas to extend the network of clubs and enhance club performance. AAs also work in partnership with area directors to identify strengths and opportunities to achieve education goals.

Club Officer Training

Area advisors support division/area directors in club officer make-up training by promoting attendance.

If you are interested in participating in this program, please reach out to your area director and/or division director.



How to Decide on Speech

Topics

by Eve Cappello,
Ph.D., DTM

What on earth am I going to talk about? It seems I've exhausted everything I know, so

what's left? If this goes through your mind the moment you see you are scheduled to give a talk, you are not alone.

What is surprising is you have an unlimited amount of material you haven't even begun to tap. Here are some things to think about if you think you have run out of ideas.

Things you like. These can be anything from foods to books to travel and Toastmasters. Talk about your favorite restaurant. What makes it so special? Share a favorite recipe and bring along some specific spices or ingredients you can share with your audience. The possibilities are endless.

About books, there are lessons to be learned and adventures to explore. What touches you can in turn touch and encourage others to read the book. You can create an entire talk about what you like about your favorite author and why. What are you passionate about? What are your hobbies and interests away from work?

Perhaps there are particular places that excite you. Think about a recent trip and share the details and a vivid description with the audience. Interesting places you visit are an excellent source of topics.

Every day you have experiences, some good, some not so good, but all potential subjects for a speech. Think about how you can dramatize what you have experienced. Add a quote or a joke to make it interesting and use gestures to dramatize your points.

What about the time you joined Toastmasters? What motivated you to join? What was your

experience like? Who was your mentor? And what have you gained so far? What do you hope to accomplish? This can be an endless source of material for a talk.

Is there a challenge you are facing? You can talk about your plan for a resolution. Others might be facing the same challenge.

Have you seen a great movie or play? Heard something of interest on the news? Or did you read an interesting article in a magazine or newspaper? Have you bought a new item? Learning to use a new iPad, iPhone or laptop? If so, share your experiences.

You get the idea. The sources are endless. Instead of panic or worrying about what you don't know, look at what you do know. Draw on your knowledge and be creative. Then act confidently and deliver. You will surprise yourself and your listeners.

Dr. Eve Cappello, DTM is a Speaker, Trainer and Speech Coach.

For information call 626-395-7612 or email: DrEveCappello@gmail.com

Volunteers Needed

for LAUSD Academic Decathlon

If you would like to volunteer on one or both of the following dates: January 30 or February 6, 2016 at Roybal Learning Center, 1200 W. Colton Street, Los Angeles, please visit www.academicdecathlon.org.

Applications are available at

www.acadecala.net. If you have further

questions, contact event coordinator,

Cliff Ker at 213-241-3503,

or cliff.ker@lausd.net





My Father - My Role Model

by Siri Payakapan, DTM, Ph.D.

My special attachment to my father developed around the time I was seven years old when my father worked as Chief Engineer of the Lopburi Highway Region.

For three years, my family lived at two residences, 100 miles apart, but taking almost three hours by car to reach due to poor road conditions. The three eldest children continued living at our modest home in Bangkok while the four youngest children, including me, moved to Lopburi. My mother shuttled between the two residences by train.

In Lopburi, the Highway Department's gated community consisted of housing units, office buildings, a gas station, repair garage, warehouses, etc. The Department provided my father with a modern house, vehicles, chauffeurs, and a live-in servant. Other employees stayed in detached-, attached-housing units, apartments, or dormitories, according to their job classifications.

Although my three siblings and I lived a privileged lifestyle, my father required us to behave at all times. He urged us to "always do the right thing even when no one is watching."

Hardworking on and off the road, my father often ate late dinners by himself. I kept him company talking about my day. A man of few words, he made "Hmmm" sounds indicating he was listening. He used words to answer my questions.

I learned many good habits from him including time management by following his daily schedule: wake up time, meal times, and bedtime, through grade school. He demanded punctuality and respect for others "by not keeping them waiting."

The first time I watched him work at his office, I commented that his work appeared "easy, just signing his name." He responded that his service to the public required technical knowledge, years of experience, and good judgement. He encouraged me to "strive for excellence" in my studies and be successful in a job of my choice.

My father lacked diplomacy skills. You would not want to ask for his opinion if you were not prepared to hear the truth. I am like my father—I need to be more gracious and diplomatic like my mother.

In a time when corruption was wide spread in the society, my father wouldn't have any of it. He refused to accept bribery in any form. He also forbade us from accepting any favors or gifts from anyone other than our own relatives. I remember how upset my older brother was when he had to return an imported radio and a camera as his birthday gifts.

I will never forget my father's 56th birthday. He was late to his own birthday dinner. As soon as he arrived from work, he showed a piece of paper to my mother, who, in turn, instructed us to start packing.

We moved back to our home in Bangkok as my father received a transfer order to



Siri and her siblings.

headquarters. Although he had the same title and salary of *Chief Engineer*, he was only in charge of highways surrounding Bangkok.

The move occurred at the beginning of the last quarter of my fifth grade. I found myself lagging behind classmates in my new school because schools in Bangkok were much more advanced than the rest of the country. Having always placed first in my class in Lopburi, I was shocked that I ranked last on my first test in Bangkok. After four weeks of my father's tutoring in math and English, I placed first on my final examination.

Years later I learned why we had to relocate from Lopburi. As a man of integrity, my father stood up to those in power. He refused to authorize the use of the

Department's facilities, equipment, tools, and personnel to build private access roads. No complaints came from my father regarding the impromptu transfer. He continued his excellent work for the Department. The long-drawn corruption investigation concluded after my father's retirement. His work record impressed the Prime Minister who

appointed him as Highway Engineer Advisor to Supreme Commander Headquarters. He worked for eleven years in that position.

Following his passion of lifelong learning, my father joined the first Toastmasters club in Thailand, The Bangkok Toastmasters Club, or Club 2010 which was chartered in 1955.

Upon my return home from a senior year at Chippewa Falls High School in Wisconsin as a foreign exchange student, my father invited me to speak to his club about my American experience.

The meeting was well attended by members, who were half his age, calling my father "Uncle." "This is my sixth child." My father introduced me to club members. "She just returned from the United States," he added with a rare smile, from ear to ear. Everyone made me feel welcome, giving me full attention, loud applause, and kind words. What I remember the most at that meeting was my father's radiant face as he whispered to me, "You did well."



When a Toastmasters club was chartered at my work, the County of Orange, in June 2006, I didn't hesitate at all. I joined Tools 2 Lead or Club 921159 as a charter member. Perhaps it was my wish to connect with the memory of my father; I jumped into the world of Toastmasters with open arms.

While I value all 4 Toastmasters values: Integrity, Respect, Service, and Excellence, I view INTEGRITY as the cornerstone of leadership.

When the Toastmasters International Chief Executive Officer Daniel Rex emphasized the Toastmasters value of INTEGRITY to all District trios at the 2015 International Convention, he reaffirmed my personal value of INTEGRITY that my father had instilled in me.

I found the following agenda item from Minutes of the 2014-2015 Board of Directors Teleconference, July 16, 2015, which might have triggered the recent emphasis:

The Board discussed an oral report from Chief Executive Officer Daniel Rex regarding membership misrepresentations and improprieties by certain district officers. During the last week of the program year, two district officers were added to the roster of more than 20 clubs. Two additional district officers were added to the roster of more than 10 clubs. These same officers and family members were charter members of new clubs submitted during the last week of the program year. Nearly all of the membership payments related to these transactions were conducted using the credit card of one of the district officers. In total, more than 110 membership misrepresentations occurred. Following Protocol 3.0: Ethics and Conduct,

Chief Executive Officer Daniel Rex withdrew acceptance of the membership payments and new club charters and returned them. International President Mohammed Murad subsequently confirmed these actions resulting in the district not achieving distinguished district status during the 2014-2015 program year.

We need to make sure we have INTEGRITY in all we do with Toastmasters. We shouldn't resort to having ghost members merely to make membership payment goals to achieve distinguished status. How can we "build new clubs and support all clubs in achieving excellence" when we have ghosts as members? We need to instead invest in training club officers who inspire clubs to have a core team of dedicated and involved members. We need to invest in promoting Club Best Practices for members to keep learning while having fun. By following Dr. Ralph Smedley's "learning by doing" approach, members benefit from professional and personal growth.

Throughout most of my childhood and half of my adult years, my father had demonstrated to me—much more with his actions than words—that he was true to himself and others. He always did what he said he would do.

Following my father's footsteps, I have lived my life being true to myself as well as others, acknowledging my strengths and weaknesses. I consider myself a "no nonsense leader." When I don't have answers, I know how to reach out to the right sources. When situations beyond control occur, I adjust my commitment and communicate with those involved. My father would be proud of my pursuit of lifelong learning, holding on to my personal, as well as Toastmasters value of INTEGRITY. I feel connected to my father, my role model.



B. Braun Toastmasters... Ten Years and Counting by Travis Last

On Wednesday November 18, 2015 the B. Braun Toastmasters club gathered to celebrate its 10th anniversary. It is hard to believe that the club is already ten years old, and what an amazing history it has had. Here are my thoughts about our club on this auspicious occasion.

It started out in the fall of 2005 as a closed club for B. Braun Inc. employees only, but then shortly after, it opened its doors to outside members. There were times when the club was struggling. I remember back in 2009 when there were fewer than 10 members. The remaining members were faced with a difficult choice, whether to continue or not. But the members chose to go on, and the club persevered. Today, it is a President's Distinguished Club that consistently has close to 30 members, and several contest-winning speakers.

It is difficult to pinpoint exactly what made our club successful because it has so many strengths. First, the amount of diversity in this club is amazing. We have members who come from many different cultures who enrich our club. It is also diverse in the occupational fields the members work in. We have engineers, IT specialists, accountants, a group of people doing

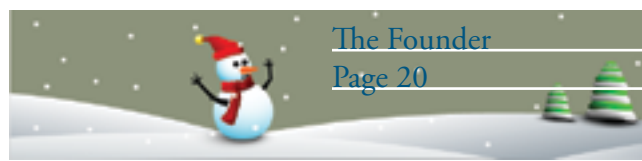
urban planning, and many more. This diversity helps people feel welcome at our club.

To top it off, we have a vibrant set of personalities in this club and have heard speeches on a wide variety of topics. We learned in the Competent Communication manual that there are four types of speeches: to inform, entertain, persuade, or inspire. I know that I have been informed, persuaded, inspired, and especially entertained by many speeches throughout the club's history... seriously, there are lots of funny people in this club.

But it isn't just diversity. B. Braun Toastmasters would have lost its charter years ago if it weren't for all the hard work and dedication provided by its members. Guests frequently remark that they love how organized our club is, and that wouldn't be possible without the work of all our members. Our meetings run smoothly because members put in a lot of effort in preparation and we genuinely care about creating a fun and enjoyable environment.

Last, I love how our club has special celebrations. We all get together to make our club parties spectacular, like our Open House events and who could forget our legendary Mardi Gras celebration? I still have the beads and the crown at home, and I even wear them every now and again. All the members in attendance had so much fun and I was really impressed by how many of the newer members volunteered to present speeches out of the Special Occasion Advanced Manual even though they hadn't finished the CC manual yet. Talk about dedication!

It has been a wonderful 10 years and I know that the next 10 years will bring even more success. At the end of the celebration we all agreed to meet again in 10 years for the 20th anniversary!





Leadership Workshop by Deborah Reisdorph, ACB

What skills do you want to enhance in your life so you

can have that coveted job or position? Is it organization, creativity, confidence or team building? Maybe it is creating a vision and learning to inspire others.

You can have it all! Yes, right here at Toastmasters! You can have it all while serving as a leader in a Toastmaster role, whether in the Club, the Area, Division, District, or even in the International Director roles.

On Sunday, November 8 at the Phoenix Club in Anaheim, Toastmasters International President-Elect Mike Storkey was honored during a reception where 52 Toastmasters attended. During the reception, members shared the rare opportunity for one-on-one interaction to gain insight and knowledge from Mike and his charming wife, Lesley.

We were challenged to “Step Up, Step Out and Seize the Opportunity” to be growing leaders in Founder’s District during Mike Storkey’s keynote presentation. “Mike” as he prefers to be called, is down to earth, realistic and motivational in his speaking before the group and when engaging among individuals. Lesley closed the day with an Aussie rally call. An exceptional and personable couple will be our remarkable

leaders at Toastmasters International this year and next!

Our featured speaker, Roberta Perry, DTM, past International Director, led us through several interactive sessions where she provided resources and planning we could use to enhance our leadership skills. We learned which leadership roles, such as Club officer, Area Director, Division Director, and District leader, will provide the coveted transferable skills we desire for life beyond Toastmasters!

Outstanding presentations were given by panelists International Director Ede Ferrari-D’Angelo, DTM; Gwen Earle, DTM; Paul Fay, ACS, ALS; and Christine Brady, CC, CL. Each gave inspirational speeches to share the transferable skills they personally gained while serving as Club Officer, Area Governor, Division Governor, District Governor, and other leadership roles. Skills such as organization, problem solving, increased communication ability, and motivation were affirmed.

Visit Deborah’s BLOG:

<http://founderslace.blogspot.com> for resources and information to support your quest for leadership in Founder’s District and in the new Century District.





Life is Relationships
by Norm and Frannie Stein, DTMs

For Norm and Frannie Stein, life is relationships. They see communication as the key to successful relationships. Their life has centered on the field of communications. For Norm, his career began in high school radio, then on to college radio, to Armed Forces Television and Radio Services, to NPR, (National Public Radio,) to PBS, to teaching University academic courses, to Toastmasters, where his membership in four clubs provides endless opportunities to advance the cause of communication.

Frannie met Norm in a television studio, at WQED in Pittsburgh, Pennsylvania. Frannie was a writer/producer for 450 nationally broadcast PBS programs. Norm was the Director of the series. They left WQED and had the time of their life in graduate school, at the University of Iowa. Norm taught Television Production and Frannie focused on the psychology of learning. Both taught in the Communications Department at Loyola University, New Orleans, where Frannie was head of Graduate Studies.

Norm accepted a job as head of Radio, Television and Film at Cal Poly Pomona, which brought them to California. Both Norm and Frannie taught at Saddleback College and National University, always looking out at the world

through the eyes of what communication can provide: being heard and being understood. Toastmasters holds a place in their hearts, because its members become teachers of each other. The opportunity to accept, support, affirm and validate one another, as happens in Toastmasters, gives Norm and Frannie a sense that, in Toastmasters, all of us are genuinely useful and of service to one another.



My Views of the Toastmasters Communication Program
by Glen Yasukochi, DTM

The ultimate benefit of our communication program is to promote world peace. Sound crazy? My club is a member of our local Chamber of Commerce. A recent chamber meeting featured presentations by a few nonprofits. Their presentations were about battered women, veterans, and poverty stricken kids. After their presentations, the host asked if there are any nonprofits that would like to speak. I raised my hand but as I began to stand I realized that the meeting was all about helping others and my talk would be about improving themselves. So I told the group that Toastmasters helps eliminate violence and promotes peace in our community.

My example was about two people having a heated argument. After they hit a wall, the moment they can no longer effectively communicate their point of view, and with tension boiling inside, they might conclude that violence is the only way to release that tension. I recently came across a Dr. Ralph Smedley quote “Understanding comes through communication, and through understanding we find the way to peace.” Last August I made a presentation at my division meeting. I told the audience Toastmasters can help us resolve conflicts and win arguments. If you have a heated argument,

each person is talking but no one is listening what the other has to say. If you can focus and control your emotions, with great listening skills (to understand their point of view and not just for rebuttal purpose) you can actually use the other person's words to prove your point. We learn those skills as Ah-Counters, Grammarians, and Evaluators. Your point of view should be organized in such a way that it has the greatest impact at the end. We learn how to organize and present a speech as a project in the manual. Most arguments are spontaneous. Our table topics sessions prepare us for spontaneous situations.

Self improvement is the reason we join Toastmasters. When we perform duties such as Ah-Counter, Grammarian, or Evaluator, it is for the benefit of someone else. At least that is what's described at every club meeting that I have attended during my term as Area and Division Governor. I never hear how performing those roles will help themselves. Yet our website, under "Club Meeting Roles" explains such benefits, in bold print, as observational, critical listening, time management, organizational, and positive thinking skills. Just to name a few.

I believe most of our members are only aware of information they learn from the projects in the manual, their evaluators, and what's verbally discussed at meetings. The ones that use the website, do so to look up specific information. We need to inform and remind our members how taking on these roles will help them in so many positive ways in their daily lives, and to be effective, they must attend meetings regularly so it becomes second nature.

Page 3 of the "Effective Evaluation" manual states "have you ever helped your child with a school assignment? Been asked by co-worker for advice on a project? Offered suggestions to local government? If you have, you have been an evaluator. You have listen to and observed others and their work and offered feedback. You evaluate in some manner every day, at home,

at the office, and in the community." I have asked several members why is it important to develop good evaluation skills, and have heard answers such as we learn how to give valuable feedback, or we help the speaker improve their next speech.

For most of our members, I believe they would see more value in the program if they believed becoming a good evaluator will help put their child in the best position to succeed on their homework assignments or the value of being able to methodically handle the toughest of projects.

Immediately following every meeting or event that I attend and have some involvement, I do a mental self evaluation while I am driving home. I replay the good and bad points of the meeting or event and try to think of ways in which I could've improved. If I think I did great, I reward myself with a mental standing ovation. Putting myself in the mindset of constantly evaluating myself helps me grow and improve every day. I tell people it takes no time to do, but since my day is so busy, I need an organization like Toastmasters to keep me in the habit of doing mental evaluations.

Our club helps our members develop the habit of first collecting their thoughts to deliver their best message possible. Sometimes there's more than one solution to a problem. A pause will help sort out the best solution or might prevent someone from saying something that they will regret later. It will also help reduce the use of filler words. I remind our members that a table topic is a mini speech and they must make an effort to have an opening that will captivate the audience, a logical flow, and a strong close to reinforce the message.

How can one do this effectively without some prior thought? In this fast paced era of social media, if we could teach our kids to just pause for a moment of any possible consequences before hitting that send button, they might prevent a mistake they can't take back. Pausing

shows respect to the person to whom you are having a conversation. Some have a habit of talking before the other conversation ends. A pause indicates that their message is important enough to think about before responding. To get our members into the habit of pausing, we have the participant pause for 10 seconds before speaking during our Table Topics session. Those 10 seconds could be used to organize their thoughts or to just clear your mind of all the clutter. Do you find yourself collecting your thoughts before you talk? What other organization will put you in that mind set of constantly thinking of how to say it best?

I learned from a recent Toastmasters magazine article exercising your brain will help you strengthen your ability to control your emotions. A Toastmaster meeting is a low cost brain fitness center. One that will give your neurons a vigorous workout in creativity, observation and problem solving. Mental fitness is like physical fitness. If you stop working at it, you will lose it.

The club mission states “We provide a supportive and positive learning experience in which members are empowered to develop communication and leadership skills, resulting in greater self confidence and personal growth”. I believe the focus should be on greater self confidence and personal growth and from that start we will grow into greater communicators and leaders. We must emphasize how our program will empower our members to be in complete control of their own destiny in their family, work, community, and social life”.

Retention rates will rise as the members are developing skills that they can use on a day to day basis. Attendance will improve as they see that they see the importance of developing those skills and realize it’s a habit which requires regular workouts to maintain.

Most of what I am writing about I learned from Toastmasters. It just needs to be brought to the forefront to our members, and not scattered in too many places. Our attention span has become too short for that to be effective.

*“Ask yourself, are you still growing? Are you still developing? Is your Toastmaster experience something that is adding meaning to your day to day life. If it isn’t you solve that problem by asking how I can change. Let’s look for change. What can I do differently?” - Dana LaMon, DTM, AS
“Making the Club Experience Meaningful,”
Leadership Session #1. 2015 Toastmaster International Speech Contest.*



Plan to Attend the NEXT International Convention

By Chris Zahn, ACS, CL

I attended part of the International Convention in Palm Desert five years ago. It was enjoyable, but

somehow it did not strike a chord. As a result I chose not to attend the subsequent conventions. At the last minute I decided to attend the recent International Convention in Las Vegas, Nevada. I enjoyed a completely different experience.

My first observation was the commitment many Toastmasters made to attend the convention. Las Vegas is in our backyard. I simply bought a ticket out of the Long Beach Airport and in less than an hour I was there. The other attendees had come from all parts of the country and literally all over the world.



I noticed that all the trainers were of the highest caliber and had the utmost respect for the Toastmasters organization. I'm not certain if the other Toastmasters realized that if you attended one of the trainer's seminars it would cost thousands.



So you really get great value.

My reticence in the past was that no one from my club would be there so I would have to dine alone. I met several people from the district including Pan Kao and Della Mahone. So I was able to at least briefly visit with them. As far as dining alone it is very easy to keep oneself entertained in Las Vegas and Caesar's Palace.

In the 90's I sometimes hung out with a group of Christian businessmen. They taught me that is not important how much money you make, the important thing is to live a life of significance. At

the convention, Toastmasters recognized a hero who helped people, frequently women, who lived in third-world poverty to obtain a micro-loan to pull themselves out of poverty. I thought, "It doesn't get more significant than that."

Finally, the speech contestants were inspiring. Living next to Hollywood it is easy to think that everyone wears \$2,000 outfits and lives in a mansion. We expect someone to give a speech where they completed a Harvard MBA and medical school simultaneously. They started a biotech firm and became a billionaire. Then in an effort to give back they went to Africa with the Peace Corps and created the cure for ebola.

Instead, the speakers talked about overcoming their failure and how hard life can be. There was a South African woman who talked about the hard scrabble life in the African bush. A gentleman from Wichita talked about almost losing his marriage to alcoholism. Twenty years later his stepdaughter just gave birth to his and his wife's granddaughter. A minister from the San Francisco area spoke about how hard his father's death hit him. That same week his wife asked for a divorce. We all have obstacles to overcome, and hearing these stories gave me renewed interest and appreciation in how these members overcame challenges and ended up as finalists in the International Speech Contest.

I look forward to seeing everyone in Washington D.C. in 2016.



News Briefs and Photos



Executive Editor of The Founder, Michelle Bender, receives DTM!

Michelle Bender, Executive Editor of The Founder newsletter and Executive Assistant in

Pasadena, CA was awarded the Distinguished Toastmaster (DTM) award at the Founder's District's fall conference on November 7, 2015. The Distinguished Toastmaster is the highest award Toastmasters International offers, and requires completion of extensive communication and leadership achievements. Michelle currently serves as the 2015–2016 Division B Director, overseeing 6 Area Directors and 30 clubs in the Pasadena area. All of us on staff send her HUGE congratulations!

Toastmasters International Recognized the Orange County Sanitation District: Home of Watermeisters, Club 8951

On November 8, 2015, Toastmasters International recognized the Orange County Sanitation District for enhancing employee engagement through continuing support of Toastmasters communication and leadership programs. The award was presented by



International President-Elect, Mike Storkey from Queensland, Australia, who was visiting the Founder's District of Toastmasters during the first week of November.

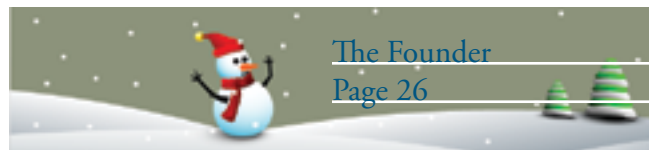
The Orange County Sanitation District located at 10844 Ellis Ave., Fountain Valley, CA 92708-7018, sponsors the Watermeisters Toastmasters club and provides its facility for club meetings as well as for area speech contests.

Accepting the award on behalf of OCSD was General Manager Jim Herberg who was also a charter member of the Watermeisters Toastmasters club in 1992. The club has been a President's Distinguished Club 10 times and Select Distinguished 5 times since 1997. Watermeisters meets every Wednesday at 12:05pm.

"I am pleased to accept the Toastmasters award on behalf of the Sanitation District," stated Jim Herberg, OCSD General Manager. "Through Toastmasters, members learn to become effective communicators—leaders in their communities, workplaces and families. We are proud to support such a great organization."

As an officer on the Toastmasters International Board of Directors, Storkey is a "working ambassador" for the organization. He works with the Board to develop, support and modify the policies and procedures that guide Toastmasters International in fulfilling its mission.

For more information of Watermeisters, visit: www.orgsites.com/ca/watermeisters-toastmasters or visit them on Facebook at: <https://www.facebook.com/Watermeisters>



Good Times at the Conference





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